

AP-223퍼펙트덤프최신문제인증시험덤프데모



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Salesforce AP-223 시험요강:

주제	소개
주제 1	<ul style="list-style-type: none"> Revenue Cloud Technical Design: This domain covers recommending CPQ and Billing solutions within managed package capabilities, analyzing legacy data implications, determining when customization is appropriate, and assessing project risks.
주제 2	<ul style="list-style-type: none"> New Release Capabilities: This domain addresses understanding how new Salesforce releases impact existing designs and the importance of implementing current available capabilities.
주제 3	<ul style="list-style-type: none"> Revenue Cloud Implementation Management: This domain focuses on leading scoping sessions, capturing solution designs, preparing for projects, and managing build, test, deployment, and support phases.

>> AP-223퍼펙트 덤프 최신문제 <<

높은 통과율 AP-223퍼펙트 덤프 최신문제 인증시험자료

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최신 Revenue Cloud Consultant AP-223 무료샘플문제 (Q89-Q94):

질문 # 89

Universal Containers wants to design a multi-level approval matrix to have more control on sales reps applying discounts on quotes.

Which three considerations should UC Keep in mind when designing their Solution?

- A. Print out the approval matrix into cards that the sales reps can carry around.
- B. Give sales reps flexibility to apply any discount.
- C. Identify backup approvers in case the primary approver is out of the office.
- D. Document the discount approval levels for each approver.
- E. Define the discount threshold or limit allowed for the sales reps

정답: C,D,E

설명:

For multi-level discount approvals in CPQ:

A - Identify backup approvers: Required because Salesforce Approval Processes must account for out-of-office or unavailable approvers.

D - Define discount thresholds for sales reps: Mandatory so the system knows when to trigger approvals.

E - Document approval levels: Ensures clear governance and reduces ambiguity.

Incorrect options:

B printing approval matrices is not a Salesforce implementation requirement.

C contradicts the purpose of approval controls.

Thus the correct answers are A, D, E.

질문 # 90

A Revenue Cloud user story for a Subscription-based Company Looking to replace their legacy system states "As a pricing Manager, bulk discounts will include previously purchased quantities for pricing calculations on the quote in order to reward loyal customers "what should be included in the design of this solution?"

- A. Contracts, Subscriptions and Assets should be populated with historical data.
- B. Legacy Orders and invoices should be migrated.
- C. Custom Action to retrieve Purchased quantities from an external source
- D. Use a summary variable targeting the subscription object with a Price Rule.
- E. Discount schedules with Cross Orders checked.

정답: A,E

설명:

User Story "As a pricing manager, bulk discounts must include previously purchased quantities for pricing calculations on the quote to reward loyal customers." This refers to historical purchases influencing tiered or volume discounts.

In Salesforce CPQ, the only native feature that supports "include prior purchases when calculating discount tiers" is:

✓ Discount Schedules with Cross Orders enabled This setting tells CPQ to:

Look at existing subscriptions, assets, orders, and previous quote lines Aggregate prior quantities Apply tiered volume discount based on the total owned quantity + new quantity But for Cross Orders functionality to work...

✓ Historical Subscriptions / Assets must exist So you must migrate historical:

Contracts

Subscriptions

Assets (if asset-based ordering)

Without that data, CPQ cannot aggregate historical quantities.

Correct answer: B and E ✓ B - Populate Contracts, Subscriptions, and Assets with historical data CPQ needs these to calculate previously purchased quantities.

✓ E - Discount Schedules with Cross Orders checked This is the actual feature that uses prior purchased amounts to determine discount tiers.

Why the other options are not correct: Option

Why Incorrect

A - Custom Action

Unnecessary. CPQ has native Cross Orders behavior.

C - Summary Variable

Summary variables do not summarize external historical purchases.

D - Migrate Orders & Invoices

Not required for CPQ pricing. Only Subscriptions/Assets matter.

질문 # 91

Which usage summary field can be used as an external ID to simplify usage uploads after amendments?

- A. source
- B. auto number
- C. invoice run
- **D. matching ID**
- E. Legal entity

정답: D

설명:

Salesforce Billing uses Usage Summary to combine usage records per:

Billing period

Order Product

Rating characteristics

To simplify future usage uploads after amendments, Billing requires a stable reference to group or map usage lines.

✓ Matching ID is designed exactly for this purpose. It is:

Unique

Persistent across amendments

Used by external rating or mediation systems

Can be used as an External ID

Other fields cannot uniquely support usage upload reconciliation.

Thus, E is the correct answer.

질문 # 92

Salesforce CPQ and salesforce billing has been installed to a newly created org. what 3 design examples will negatively impact the scale and performance of the revenue cloud implementation?

- **A. External API calls within the pricing sequence**
- **B. multiple automation types (trigger/work flows, flows) on a single object**
- **C. extensive use of quote line custom fields**
- D. routine generation of quote having 200 quote
- E. lines routine generation of invoices having 200 invoice lines

정답: A,B,C

설명:

These three patterns negatively impact Revenue Cloud scalability and performance:

✓ A - Multiple automation types on a single object Triggers + Workflows + Flows create:

CPU limit issues

Debug complexity

Recursion

Unpredictable execution order

This is a major anti-pattern.

✓ B - External API calls during pricing sequence QCP or Price Rules must never call external APIs because:

They block calculator execution

Cause timeouts

Dramatically slow down quote save time

This is a severe performance issue.

✓ C - Extensive custom fields on Quote Line Every Quote Line field:

Increases calculation payload size

Increases JSON transmitted to the calculator

Slows down Quote Calculation

Impacts large quotes significantly

Why D and E are not performance design flaws Option

Why Not a Design Problem

D - Quotes with 200 lines

CPQ supports scaling to far more than 200 lines with proper configuration.

E - Invoices with 200 lines

